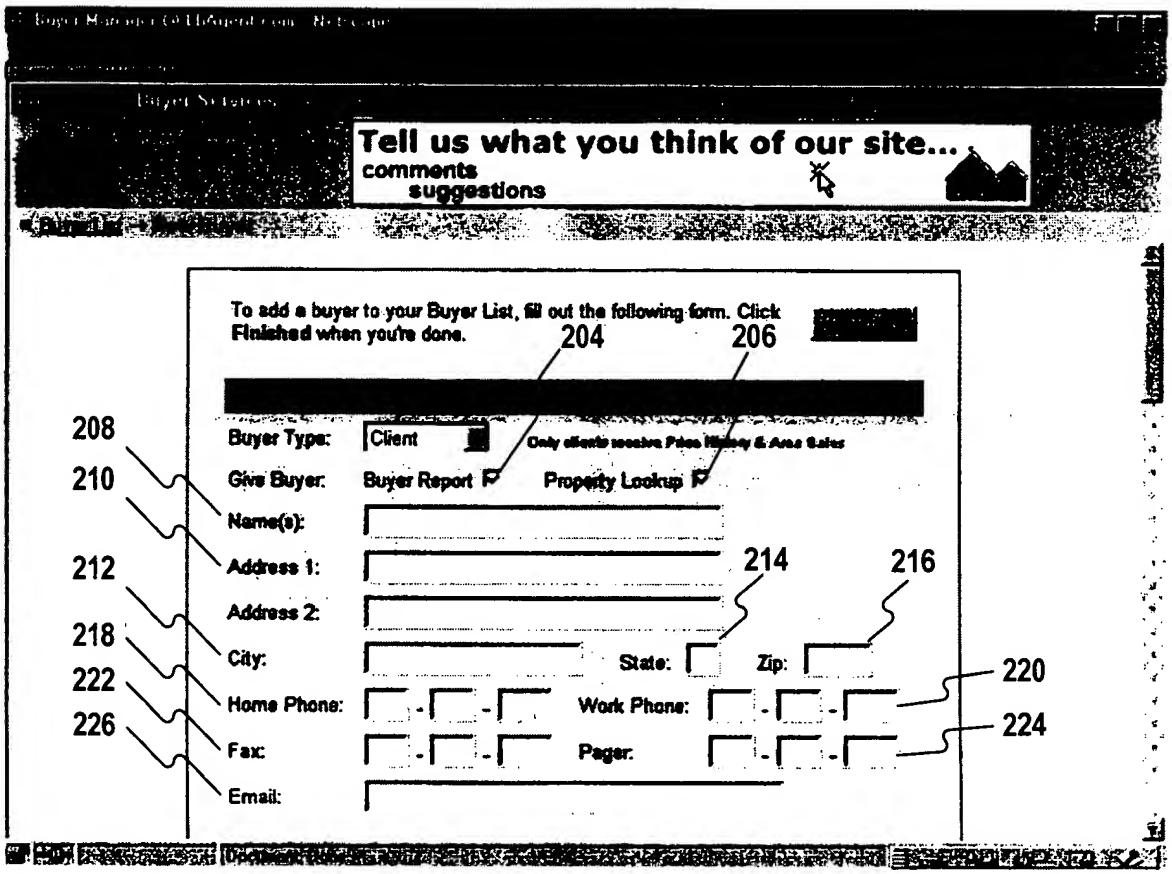

FIG. 2A

BEST AVAILABLE COPY

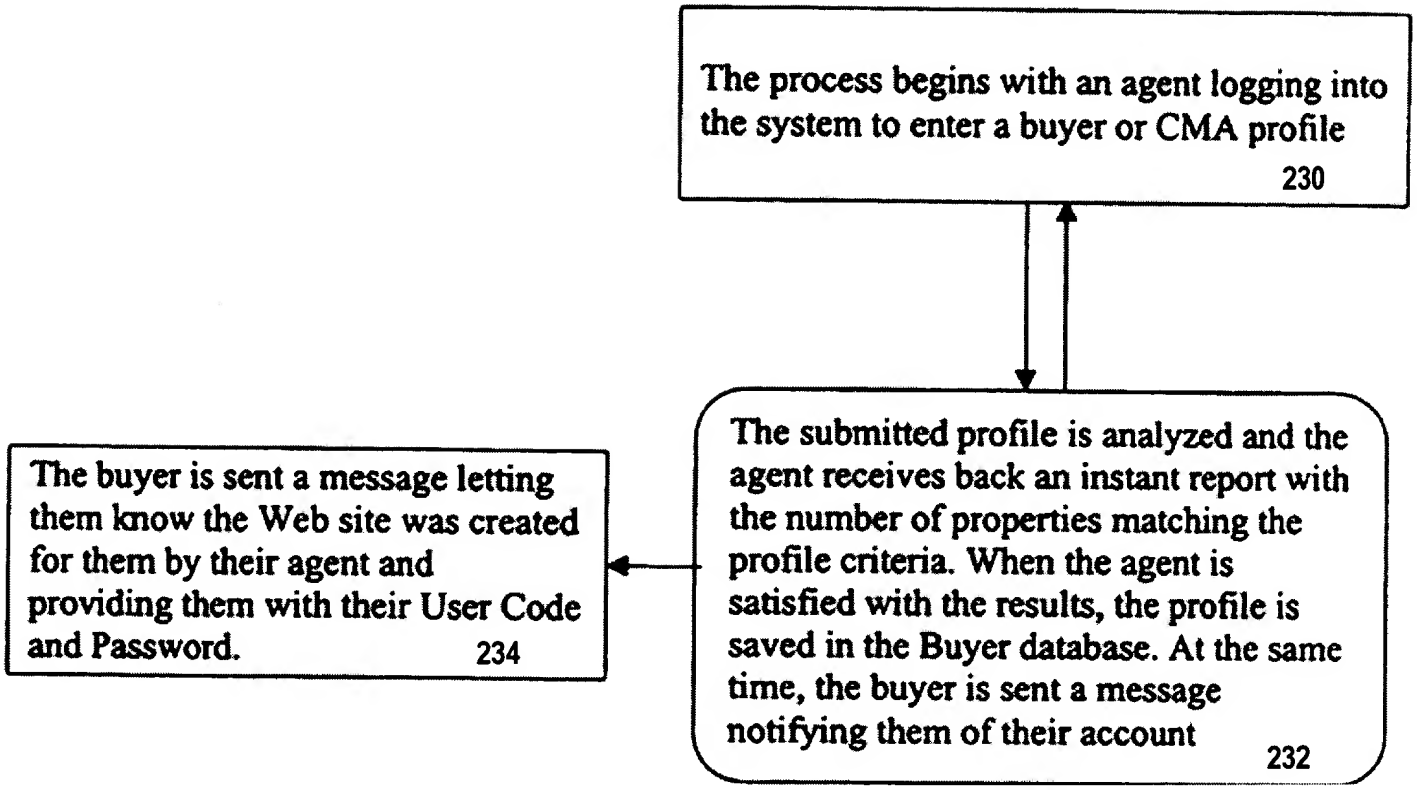
The process begins with an agent logging into the system to enter a buyer or CMA profile
230
The submitted profile is analyzed and the agent receives back an instant report with the number of properties matching the profile criteria. When the agent is satisfied with the results, the profile is saved in the Buyer database. At the same time, the buyer is sent a message notifying them of their account
232
The buyer is sent a message letting them know the Web site was created for them by their agent and providing them with their User Code and Password.
234

FIG. 2B

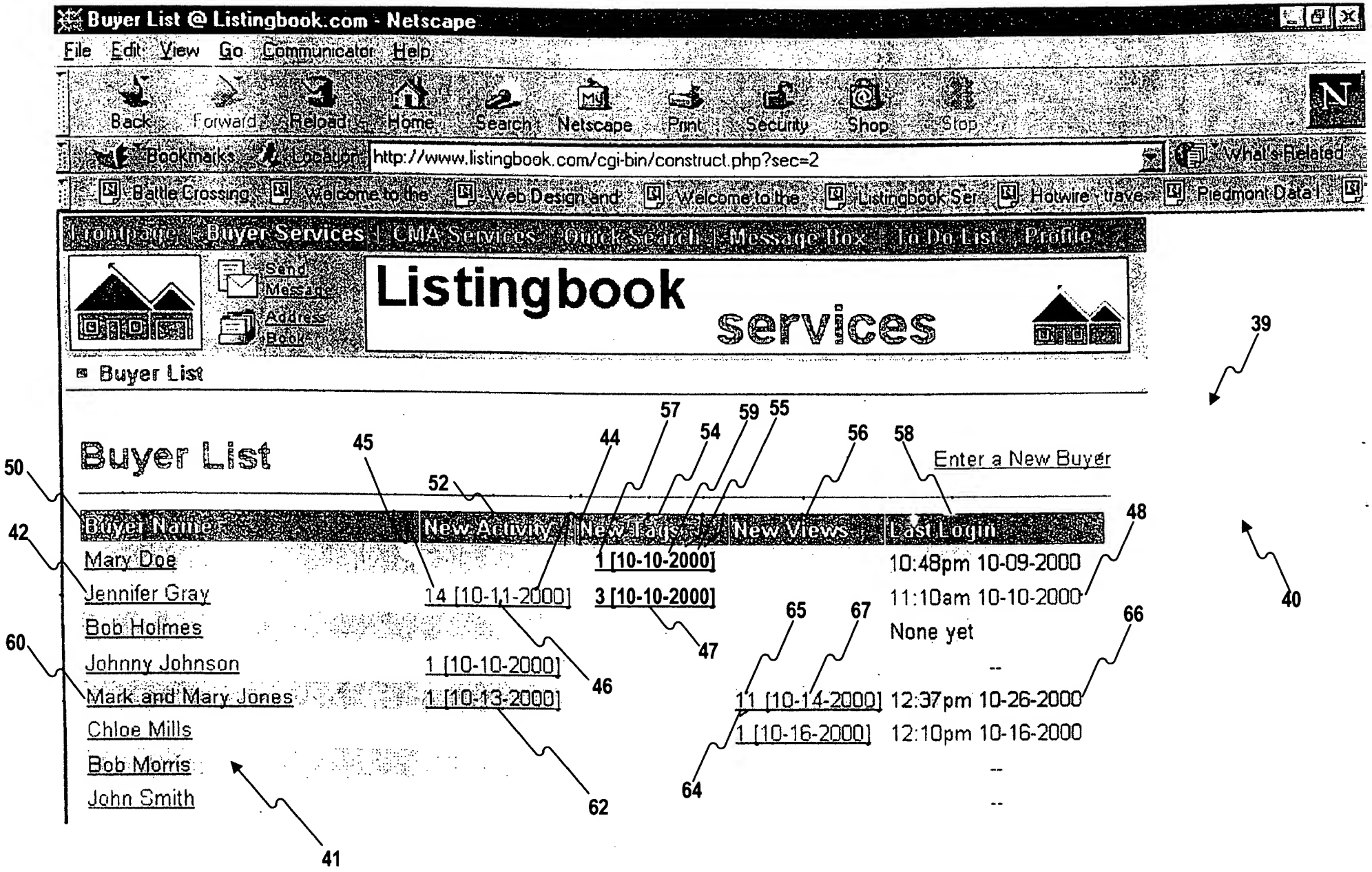
Buyer List @ Listingbook.com - Netscape
File Edit View Go Communicator Help
Back Forward Reload Home Search Netscape Print Security Shop Stop
Bookmarks Location: http://www.listingbook.com/cgi-bin/construct.php?sec=2
What's Related
Battle Crossing Welcome to the Web Design and Welcome to the Listingbook Ser Hotwire - trave Piedmont Data
Frontpage Buyer Services CMA Services Quick Search Message Box To Do List Profile
Send Message
Address Book
Listingbook services
Buyer List
Buyer List
Enter a New Buyer
Buyer Name
New Activity
New Tags
New Views
Last Login
Mary Doe
1 [10-10-2000]
10:48pm 10-09-2000
Jennifer Gray
14 [10-11-2000]
3 [10-10-2000]
11:10am 10-10-2000
Bob Holmes
None yet
Johnny Johnson
1 [10-10-2000]
--
Mark and Mary Jones
1 [10-13-2000]
11 [10-14-2000]
12:37pm 10-26-2000
Chloe Mills
1 [10-16-2000]
12:10pm 10-16-2000
Bob Morris
--
John Smith
--
39
40
41
42
44
45
46
47
48
50
52
54
55
56
57
58
59
60
62
64
65
66
67

FIG. 2C

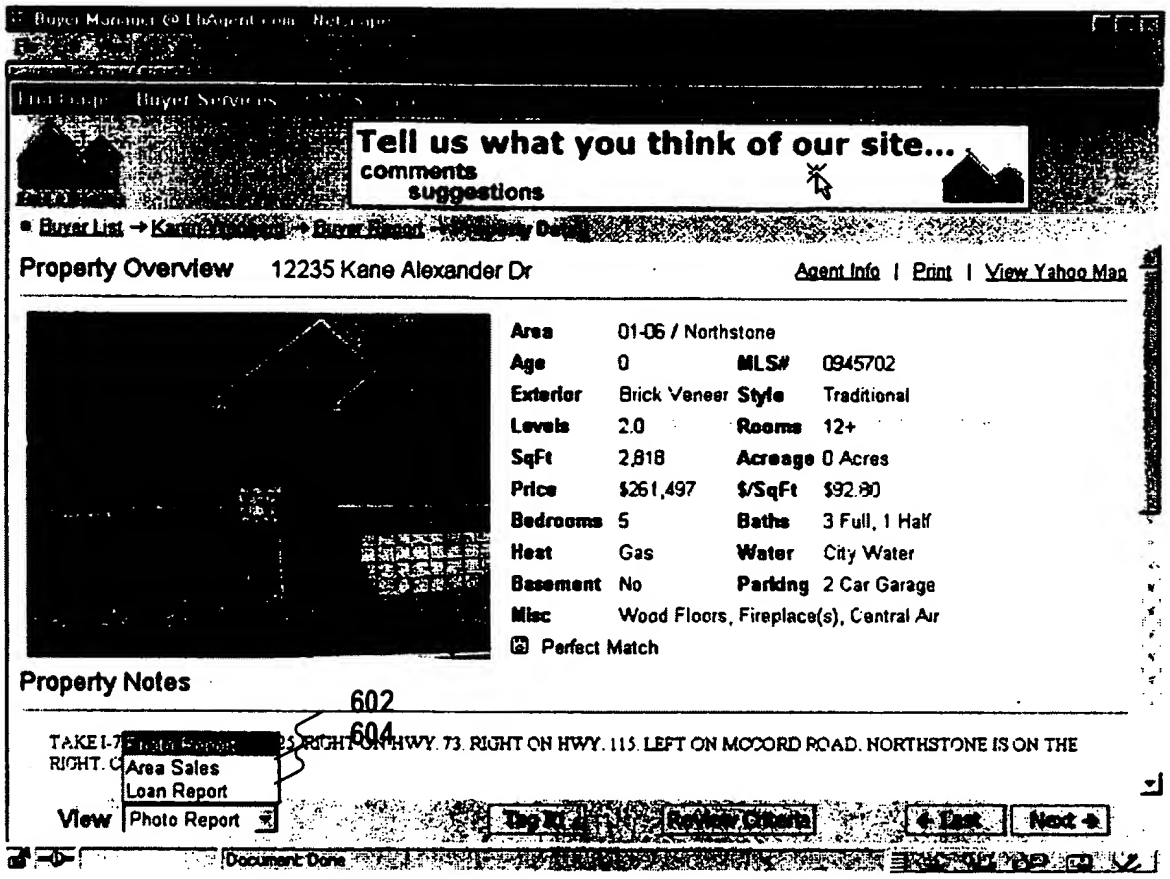
Tell us what you think of our site...
comments
suggestions
Property Overview
12235 Kane Alexander Dr
Agent Info | Print | View Yahoo Map
Area 01-06 / Northstone
Age 0
MLS# 0945702
Exterior Brick Veneer
Style Traditional
Levels 2.0
Rooms 12+
SqFt 2,818
Acreage 0 Acres
Price $261,497
$/SqFt $92.80
Bedrooms 5
Baths 3 Full, 1 Half
Heat Gas
Water City Water
Basement No
Parking 2 Car Garage
Misc Wood Floors, Fireplace(s), Central Air
Perfect Match
Property Notes
602
604
RIGHT ON HWY. 73. RIGHT ON HWY. 115. LEFT ON MCCORD ROAD. NORTHSTONE IS ON THE
Area Sales
Loan Report
View
Photo Report
Next
Document Done

FIG. 6A

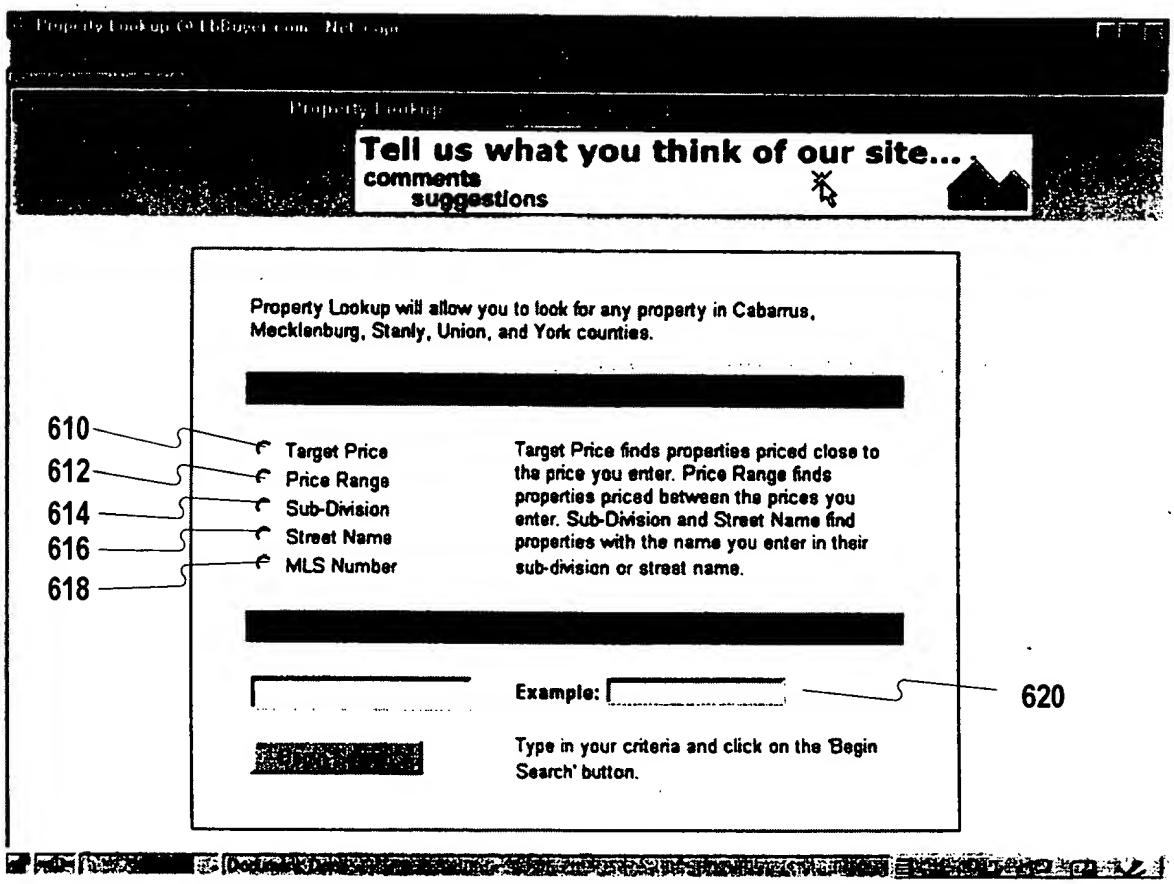
Tell us what you think of our site...
comments
suggestions
Property Lookup will allow you to look for any property in Cabarrus, Mecklenburg, Stanly, Union, and York counties.
Target Price
Price Range
Sub-Division
Street Name
MLS Number
Target Price finds properties priced close to the price you enter. Price Range finds properties priced between the prices you enter. Sub-Division and Street Name find properties with the name you enter in their sub-division or street name.
Example:
Type in your criteria and click on the 'Begin Search' button.
610
612
614
616
618
620

FIG. 6B

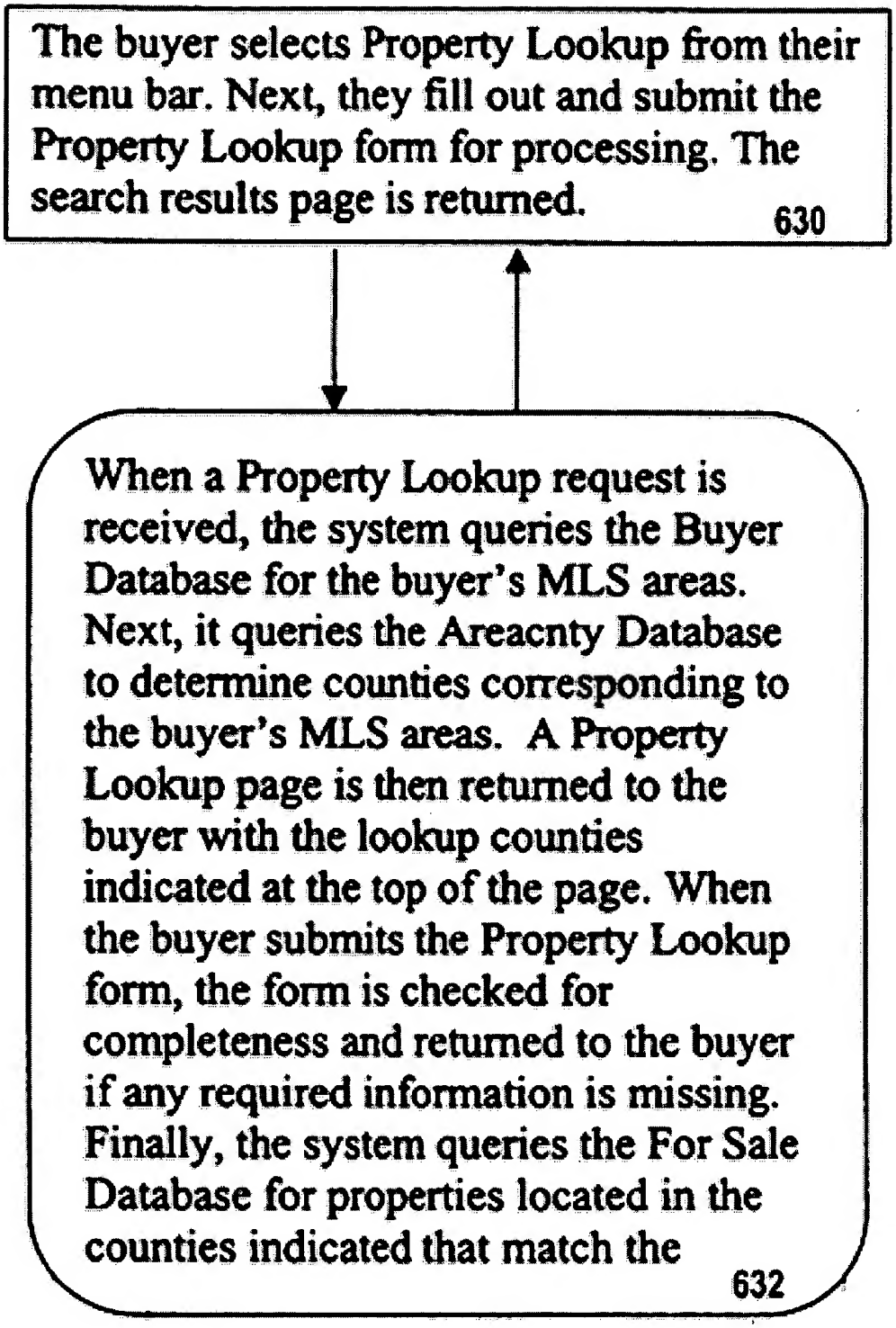
The buyer selects Property Lookup from their menu bar. Next, they fill out and submit the Property Lookup form for processing. The search results page is returned.
630
When a Property Lookup request is received, the system queries the Buyer Database for the buyer's MLS areas. Next, it queries the Areacnty Database to determine counties corresponding to the buyer's MLS areas. A Property Lookup page is then returned to the buyer with the lookup counties indicated at the top of the page. When the buyer submits the Property Lookup form, the form is checked for completeness and returned to the buyer if any required information is missing. Finally, the system queries the For Sale Database for properties located in the counties indicated that match the
632

FIG. 6C

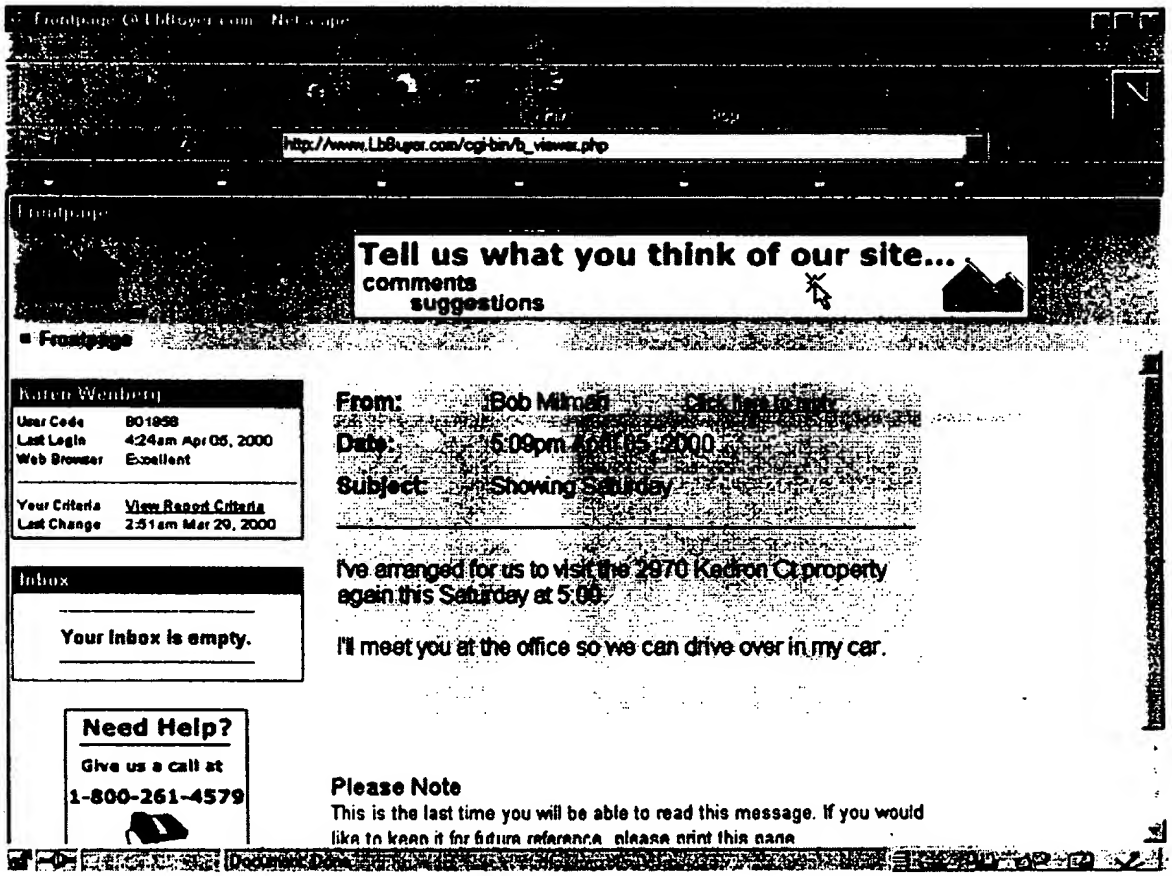
Tell us what you think of our site...
comments
suggestions
Frontpage
Karen Weinberg
User Code 801958
Last Login 4:24am Apr 05, 2000
Web Browser Excellent
Your Criteria View Report Criteria
Last Change 2:51am Mar 29, 2000
Inbox
Your inbox is empty.
Need Help?
Give us a call at
1-800-261-4579
From: Bob Milnes
Date: 5:09pm 4/04/05, 2000
Subject: Showing Saturday
I've arranged for us to visit the 2970 Kedron Ct property again this Saturday at 5:00.
I'll meet you at the office so we can drive over in my car.
Please Note
This is the last time you will be able to read this message. If you would

FIG. 20

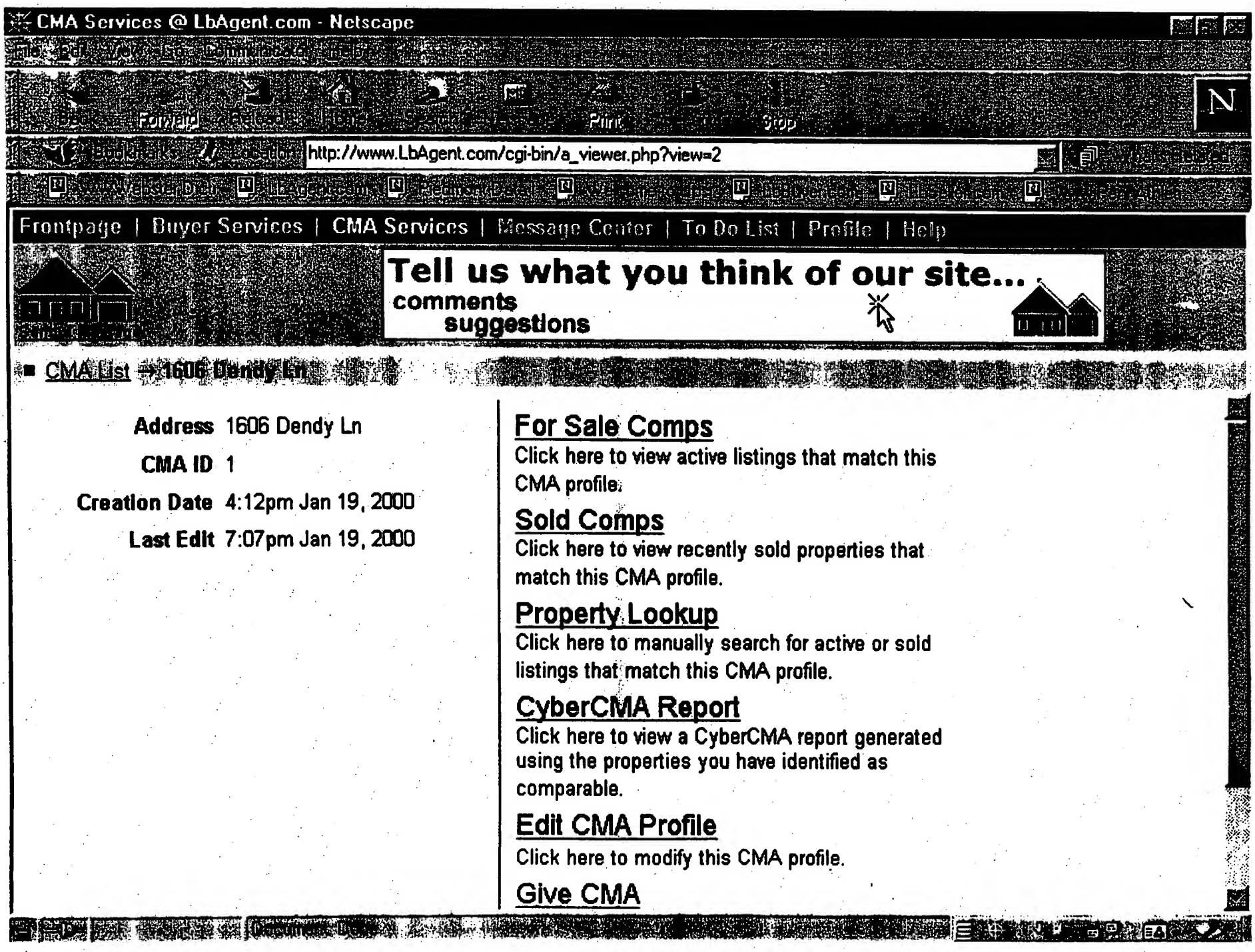

FIG. 21

New Sheet

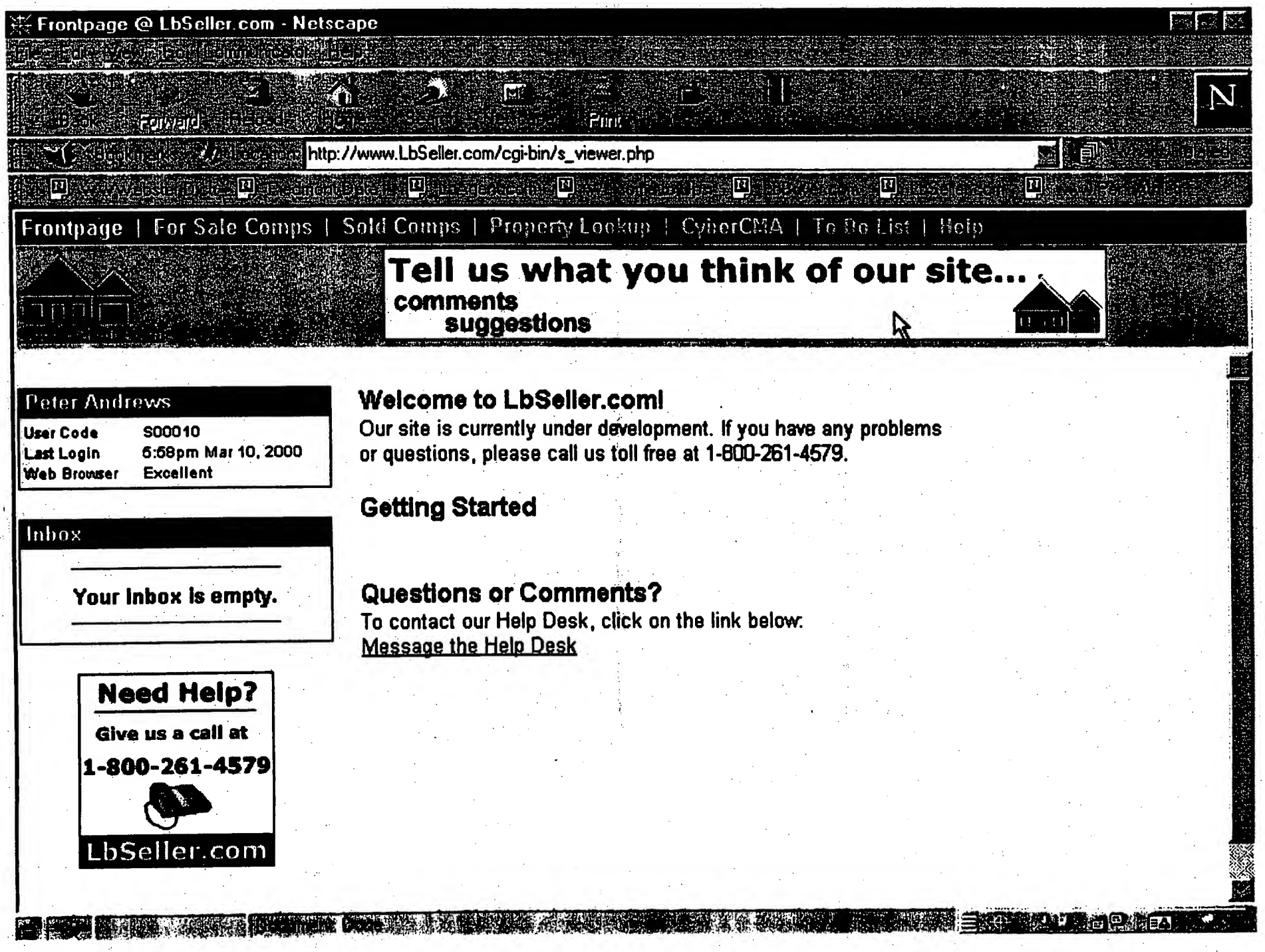

FIG. 22

New Sheet

New Sheet

I. CyberCMA Reports

CyberCMA Report

SUBJECT PROPERTY

ADDRESS	SUB-DIV	LVLS	BDRMS	BATH	AGE	SQFT	LIST$	$SQ/FT	DOM
234 Knob View Ct.	Knob View	2.0	4	3.1	8	4320	N/A	N/A	N/A

FOR SALE PROPERTIES

ADDRESS	SUB-DIV	LVLS	BDRMS	BATH	AGE	SQFT	LIST$	$SQ/FT	DOM
913 Knob View Ct.	Knob View	2.0	5	4.1	9	4376	419,500	95.86	220
120 Glousman Rd	Willow Gle	2.0	4	3.1	10	4283	444,900	103.88	84

VERAGE LIST$: 432,200 AVERAGE $/SQ.FT.: 99.83 AVERAGE MARKET TIME: 152

SOLD PROPERTIES

ADDRESS	LVLS	BDRMS	BATH	AGE	SQFT	LIST$	SALE$	$SQ/FT	DOM
509 Barrington Way	2.0	5	4.2	8	4650	469,900	425,000	91.40	124
234 Allistair Road	2.0	5	5.0	10	4840	480,000	450,000	92.98	83

VERAGE LIST$: 474,950 AVERAGE $/SQ.FT.: 100.10 AVERAGE MARKET TIME: 104

VERAGE SALE$: 437,500 AVERAGE $/SQ.FT.: 92.20 SALE$ TO LIST$: 92%

		$437,500	
Sold Properties	$425,000 Lo Price	Average	$450,000 Hi Price

		$432,200	
For Sale Properties	$419,500 Lo Price	Average	$444,900 Hi Price

		$429,300	
Subject Property	$398,300 Lo Price	Average	$432,500 Hi Price

nformation believed to be accurate but subject to verification by all parties.

Note: Properties could be removed by viewing the detail and clicking on the "Un CMA" button

FIG. 23

New Sheet

Use these rules to establish SQL criteria:

Note: If listed property (ML# load) or optional Price Range entered by agent, use price as indicated below. If no Price Range, substitute Heated Sq Ft for Price Range and make sure Heated Sq Ft is not used twice in the query.

R_ACTV

```
If sub-division#"N/A"
    If count for type and sub-division ( in same area(s) ) and
    acre< Subject acre+/-1 and price = subject price +/-20% > 9
     as_area = sub-division ( in same area(s) )
    else
       If count for type and (area and sub_area and zip_code) and
       acre< Subject acre+/-1 and price = subject price +/-20% > 9
         as_area = area and sub-area and zip_code
       else
          If count for type and (area and sub_area ) and acre< Subject
          acre+/-1 and price = subject price +/-20% > 9
            as_area = area and sub-area
          else
            as_area = area
    endif
else
    If count for type and (area and sub_area and zip_code) and
    acre< Subject acre+/-1 and price = subject price +/-20% > 9
      as_area = area and sub-area and zip_code
    else
       If count for type and (area and sub_area ) and acre< Subject
       acre+/-1 and price = subject price +/-20% > 9
         as_area = area and sub-area
       else
         as_area = area
       endif
    endif
endif
```

FIG. 24

Test 1 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 15% (Ex.170000-230000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Heated SqFt - Subject +/- 20% (Ex.1600-2400 [2000])

Levels - Same as subject (Ex.Levels - 1 Story)

Parking - Same as subject (Ex. 2+ Car Garage)

Test 2 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Heated SqFt - Subject +/- 25% (Ex.1500-2500 [2000])

Levels - Same as subject (Ex.Levels - 1 Story)

Parking - Same as subject (Ex. 2+ Car Garage)

Test 3 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Levels - Same as subject (Ex.Levels - 1 Story)

Parking - Same as subject (Ex. 2+ Car Garage)

Test 4 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Levels - Same as subject (Ex.Levels - 1 Story)

Test 5 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Test 6 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Test 7 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Test 8 - Stop regardless of what is found

Area

Type - Single Family or Condo-Townhome

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

```
Use R_Solds

If sub-division#"N/A"
    If count for type and (sale date <= 12 months) and sub-division ( in same area(s) )
    and acre< Subject acre+/-1 and price = subject price +/-20% > 9
     ss_area = sub-division ( in same area(s) )
    else
       If count for type and (sale date <= 12 months) and (area and sub_area and
       zip_code) and acre< Subject acre+/-1 and price = subject price +/-20% > 9
         ss_area = area and sub-area and zip_code
       else
          If count for type and (sale date <= 12 months) and (area and sub_area )
          and acre< Subject acre+/-1 and price = subject price +/-20% > 9
            ss_area = area and sub-area
          else
            ss_area = area
    endif
else
    If count for type and (sale date <= 12 months) and (area and sub_area and
    zip_code) and acre< Subject acre+/-1 and price = subject price +/-20% > 9
      ss_area = area and sub-area and zip_code
    else
       If count for type and (sale date <= 12 months) and (area and sub_area )
       and acre< Subject acre+/-1 and price = subject price +/-20% > 9
         ss_area = area and sub-area
       else
         ss_area = area
       endif
    endif
endif


    Test 1 - Stop if more than 2 found

             Area

             Type - Single Family or Condo-Townhome

             Sale Date =< 6 months

             Acre - less than Subject acre+/-1

             Price Range - Subject +/- 15% (Ex.170000-230000 [200000])

             Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

             Basement - Same as subject (Ex. Basement - Finished)

             Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

             Heated SqFt - Subject +/- 20% (Ex.1600-2400 [2000])

             Levels - Same as subject (Ex.Levels - 1 Story)

             Parking - Same as subject (Ex. 2+ Car Garage)
```

Test 2 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date =< 12 months

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Heated SqFt - Subject +/- 20% (Ex.1600-2400 [2000])

Levels - Same as subject (Ex.Levels - 1 Story)

Parking - Same as subject (Ex. 2+ Car Garage)

Test 3 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date =< 12 months

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Heated SqFt - Subject +/- 25% (Ex.1500-2500 [2000])

Levels - Same as subject (Ex.Levels - 1 Story)

Parking - Same as subject (Ex. 2+ Car Garage)

Test 4 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date =< 12 months

Acre - less than Subject acre+1

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Levels - Same as subject (Ex.Levels - 1 Story)

Parking - Same as subject (Ex. 2+ Car Garage)

Test 5 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date =< 12 months

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Levels - Same as subject (Ex.Levels - 1 Story)

Test 6 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date =< 12 months

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Basement - Same as subject (Ex. Basement - Finished)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Test 7 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date =< 12 months

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Age - Same as Subject (Ex. Age - Maximum 3 Years, subj=2)

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Test 8 - Stop if more than 2 found

Area

Type - Single Family or Condo-Townhome

Sale Date =< 12 months

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

Bedrooms - Subject to Subject+1 (Ex. 1 or 2, subj=1)

Test 9 - Stop regardless of what is found

Area

Type - Single Family or Condo-Townhome

Sale Date =< 12 months

Acre - less than Subject acre+/-1

Price Range - Subject +/- 20% (Ex.160000-240000 [200000])

After the sold criteria is found, add an "or" condition that will include properties that match the active criteria and have sold in the past 90 days (even if they don't match the sold criteria). If the result is more than 50 solds, reduce the days used with the active criteria to 60, 30, or 15 days. This will pick up properties that were in the For Sale list and sold that wouldn't appear in the sold list if the sold criteria is more restrictive.

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